

R. J. REYNOLDS

Tobacco Company

R. C. Farmer
Regional Sales Manager

150 Lawrence Bell Drive, Ste. 108
Williamsville, NY 14221
716-634-3143
Fax: 716-634-3145

To: Bruce
Lori

Re: Profile Forms for Customers attending
Vantage Golf Outing and Fishing Outing.

Dear Bruce & Lori:

Re: Vantage Golf

We have been advised that the following customers have accepted
our invitation to attend the Vantage Championship:

Sugar Creek Stores - Philip Saunders

United Refining - Ashton Ditka

P & C Food Markets - Roy Flood.

I am E Mailing you the profile sheets filled last year for these chains
(different VIPs in the case of Sugar Creek and P & C) along with a blank sheet.
Please update/ change as needed and E Mail back to me no later than **Aug. 1**

Re: VIP Fishing Trip

The only customer we have at this time attending is Frank Bellavia of
Sugar Creek Stores. Bruce please complete same profile form and
E Mail back to me. This form I need no later than **Friday, June 30**.
If you like, information can be handwritten, faxed to me and I will type up.

Thanks.

Anne

vanfish.doc

51861 2849

Name: FRANK BELLAVIA

Title: VICE PRESIDENT

1995

Account Overview

SUGARCREEK

760 Brooks Avenue

Rochester, NY 14619

Telephone: (716) 436 -2691

FAX: (716) 328 - 0787

- Trading Area: **Upstate New York**
- Type of Operation: **Petroleum Convenience Stores**
- Number of Company-Owned Retail Outlets: **101**
- If Wholesale Operation, Number of Retail Outlets Served:
- If Wholesale Operation, Major Chains/Group Stores Supplied:
- Major Competitors: **Kwik Fill, Hess and Atlantic**

History of Chain/Account

- **Constructed in the early 1980's by its parent company, Griffith Oil and built primarily store by store with one major acquisition of 7-11 store in the Southern Tier, along with some smaller stores.**

Business Profile

Direct Account (Yes/No): NO EFT (Yes/No/NA): % EFT:

Focus Status:

If not direct, major cigarette supplier: McLane Northeast

- **Programs/promotions are approved at chain headquarters only.**
- **Readily became a partner in RJR Buydown program through which the chain contributes.**

Merchandising Profile

General Comments

- **Utilizes RJR's overheads throughout chain.**
- **RJR has preferred position of all paid displays along with exclusive door advertising.**
- **Partner in Value Added Program.**
- **Uses RJR Private Label - Tempo - currently 10.25% of cigarette sales.**

Personal

Spouse: JACKIE

Home Address:

Interests:

- **Hobbies include golf and fishing.**

J

51861 2850

Name: KEVIN FOX

Title: PRESIDENT

Account Overview

SUGARCREEK

Telephone: (716) 436 -2691

760 Brooks Avenue

Rochester, NY 14619

FAX: (716) 328 - 0787

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History of Chain/Account

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Business Profile

Direct Account (Yes/No): *NO* EFT (Yes/No/NA): % EFT:

Focus Status:

If not direct, major cigarette supplier: *McLane Northeast*

- *Programs/promotions are approved at chain headquarters only.*
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Merchandising Profile

General Comments

- *Utilizes RJR's overheads throughout chain.*
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- *Partner in Value Added Program.*

Personal

Spouse: *PAULA*

Home Address:

Interests:

- *Attended the University of Rochester*
- *Formerly with Star Marketing in Rochester*
- *Past President of New York State Association of Convenience Stores and is very influential in this organization.*
- *Three children - 2 girls and 1 boy.*
- *Hobbies include golf.*

51861 2851

Name: PHILIP SAUNDERS

Title: OWNER - GRIFFITH OIL CO.

Account Overview

GRIFFITH OIL CO.

760 Brooks Avenue

Rochester, NY 14619

Telephone: (716) 436 -2691

FAX: (716) 328 - 0787

- Owns Sugarcreek Stores (see profile below)
- Trading Area: **Upstate New York**
- Type of Operation: **Petroleum Convenience Stores**
- Number of Company-Owned Retail Outlets: **101**
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- If Wholesale Operation, Major Chains/Group Stores Supplied:
- Major Competitors: **Kwik Fill, Hess and Atlantic**

History of Chain/Account

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Business Profile

Direct Account (Yes/No): NO EFT (Yes/No/NA): % EFT:

Focus Status:

If not direct, major cigarette supplier: McLane Northeast

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Personal

Spouse: CAROLE

**Home Address: 10709 Sugarcreek Road
Dansville, NY 14437**

Children: Philip M.

Mary Beth

E. Michael

Patricia M.

- **Attended Hobart College, Geneva, NY**
- **See profile that follows**

51861 2852

E. PHILIP SAUNDERS
10709 SUGAR CREEK ROAD
DANSVILLE, NEW YORK 14437

Office (716) 235-4790

Home (716) 335-5276

Summer Home: Peninsula Road
P.O. Box 63
Lake Placid, NY 12946

Home (518) 523-9677
(518) 523-1953

Spouse: Carole M. Saunders
Children: Philip M; Mary Beth; E. Michael and Patricia M.

EDUCATION: High School
1952-56

Livonia Central and East High
Rochester, NY

College
1956-58

Hobart College - Business Major
Geneva, New York

BUSINESS HISTORY:

W.W. Griffith Oil Co.
Rochester, NY

December 1977 - Present
Owner - Chairman & CEO

Sugar Creek Stores
Rochester, NY

1982 - Present
Owner - Chairman & CEO

Travel Ports of America
Rochester, NY

November 1977 - Present
Major Stock Holder - Chairman
& CEO

Richardson Foods Corporation
Macedon, New York

May 1981 - July 1986
Owner & CEO
Sold July 1986 to Quaker Oats Co.

Econo-Car International, Inc.
Coral Gables, Florida

October 1975 - May 1977
Owner & CEO
Sold May 1977 to Gelco

Ryder Systems, Inc.
36th Street Extension
Miami, Florida

1972 - 75 Executive Vice Pres.
1973 - 75 Board of Directors

Truckstops of America, Inc.
1000 Jefferson Road
Rochester, NY

1958 - 72 Owner
Sold to Ryder Systems, Inc. in
1972. At that time it was the
largest independently owned and
operated truckstop chain in the
country

51861 2853

E. Philip Saunders

Page 2

PERSONAL & BUSINESS ACTIVITIES:

Boy Scouts of America: An Eagle Scout, also a member of the Executive Committee of Boy Scouts of America, Steuben Area Council, Bath, NY.

Petroleum Marketing Education Foundation - Board Member.

Empire State Petroleum Association - Member

National Association of Truckstop Operators - Executive Committee Member.

Fleet Bank of New York, Rochester, NY. - A Past member of the Examining Committee and Past Board Member. Presently I am a Regional Director in Rochester.

Hahn Automotive Warehouse, Inc. - Rochester, NY - Director

Paul Smiths College - Paul Smiths New York - Trustee and Finance Committee

AAA Automobile Club - Rochester, NY - Board of Directors

Crimestoppers of Rochester - Rochester NY - Board of Directors

Personal Interest; Skiing, Hunting, Fishing, Tennis, Golf, in general I enjoy all Sports.

51861 2854

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Title: OWNER - GRIFFITH OIL CO.

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*Hobart
Vantage
Prof. farms*

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Spouse: *CAROLE*

Home Address: 10709 Sugarcreek Road
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Children: Philip M.

Mary Beth

E. Michael

Patricia M.

- *Attended Hobart College, Geneva, NY*
- *See profile that follows*

51861 2855

510 " *Dave Barry*

| | |
|--|---|
| Name: ROY FLOOD | Title: President, P & C Food Markets and Quality Markets |
| Account Overview | |
| <div style="display: flex; justify-content: space-between;"> <div style="width: 60%;"> <p>P & C FOOD MARKETS P. O. Box 4965 State Fair Blvd. Syracuse, NY 13221</p> <ul style="list-style-type: none"> • <u>Trading Area:</u> <i>Upstate NY and PA</i> • <u>Type of Operation:</u> <i>Supermarket</i> • <u>Number of Company-Owned Retail Outlets:</u> 69 • <u>If Wholesale Operation, Number of Retail Outlets Served:</u> 67 • <u>If Wholesale Operation, Major Chains/Group Stores Supplied:</u> Big M Supermarkets, Hometown Mkts., Midstate Mkts. • <u>Major Competitors:</u> <i>Price Chopper/Wegmans, Great American</i> </div> <div style="width: 35%;"> <p>Telephone: (315) 457-9460 FAX: (315) 461-2474</p> </div> </div> | |
| History of Chain/Account <ul style="list-style-type: none"> • <i>Just completed 50 years of business in 1993.</i> • <i>Currently a part of the Penn Traffic Corporation</i> • <i>In August 1993, P & C Warehouse began shipments to Quality Mkts. in Western NY and PA. In July 1995 will begin shipments to Insalaco.</i> • <i>In 1994, completed construction of a new reclamation center and moved all their buying offices into the new structure.</i> | |
| Business Profile Direct Account (Yes/No): Yes EFT (Yes/No/NA): Yes % EFT: 100% Partners: Wholesale and Retail participation If not direct, major cigarette supplier: <ul style="list-style-type: none"> • <i>P & C Warehouses cigs. in Syracuse NY and carry over 250 brand styles. In addition to the P & C Supermarkets, they supply over 140 indep. supermkts. and grocery stores, including Big M Supermarkets, Hometown Markets, IGA Stores, Midstate Markets and more.</i> • <i>Participated in Focus II Plan "A". Has signed Partners Wholesale.</i> • <i>Accepts all new brands.</i> | |
| Merchandising Profile General Comments <ul style="list-style-type: none"> • <i>RJR carton merchandisers in 95% of the stores.</i> • <i>RJR exclusive package fixturing primarily in non-self service courtesy centers. Will move to self service in July 1995.</i> • <i>Placed small pack displays to feature Private Label, Extra Value supplied by RJR.</i> • <i>Currently moving toward non-self-service - approximately 95% by carton and 80% by pack; however, changes will take place in July 1995 - going self service packs.</i> | |
| Personal <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <p>Spouse: Donnette Interests:</p> </div> <div style="width: 45%;"> <p>Address:</p> </div> </div> <ul style="list-style-type: none"> • <i>Likes fishing and golf.</i> • <i>In 1995, Roy Flood was appointed President of P & C Food Markets and Quality Markets.</i> | |

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